

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /018 W

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R 052018Z APR 74

FM AMEMBASSY BRIDGETOWN

TO USDOC WASHDC

INFO SECSTATE WASHDC 6976

UNCLAS BRIDGETOWN 0605

E.O. 11652: N/AO

TAGS: BEXP BB EAGR

SUBJ: GOB ASKS HELP IN EXPEDITING MACHINERY ORDER

1. AGRICULTURAL DEVELOPMENT CORPORATION (ADC), GOVERNMENT OF BARBADOS (GOB) BODY DESIGNED TO PROMOTE AGRICULTURAL DIVERSIFICATION AND FOOD EXPANSION, HAS REQUESTED EMBASSY ASSISTANCE IN EXPEDITING ORDER FOR RUST COTTON PICKER FROM BEN PEARSON CO., P.O. BOX 6516, PINE BLUFF, ARKANSAS 71601. CORP. PREVIOUSLY ORDERED ONE TWO-ROW HI-UNIT TUPELO COTTON PICKER FROM PEARSON AND HAS BEEN IMMENSELY SATISFIED WITH ITS PERFORMANCE. CORP. NOW WISHES TO PLACE ORDER FOR SECOND PICKER BUT FEARS THAT IT WILL NOT BE ABLE TO OBTAIN MACHINE BEFORE END OF THIS YEAR. CORP. INTENDS TO USE MACHINE TO DEMONSTRATE VIABILITY OF COTTON GROWING TO LOCAL FARMERS AND POSSIBLY TO OFFICIALS AND FARMERS FROM OTHER ISLANDS.

2. ADC INFORMS US THAT IT HAS HAD EXCELLENT RELATIONS WITH PEARSON COMPANY FOR SOME TIME AND IS WELL ACQUAINTED WITH GEORGE RUMKER, SALES REP. FOR THIS AREA. LATE LAST YEAR CORP. RECEIVED LETTER FROM PEARSON TO EFFECT THAT ORDERS FOR ADDITIONAL MACHINERY MUST BE PLACED BY END FEBRUARY ACCOMPANIED BY 10 PERCENT DEPOSIT. BECAUSE OF UNCERTAINTY RE GOB BUDGET, ADC WAS UNABLE TO PLACE ORDER AT THAT TIME. EDWARD CUMBERBATCH, ADC GENERAL MANAGER, INFORMED EMBASSY THAT CORP. INTENDS TO ORDER SECOND COTTON PICKER EARLY WEEK OF APRIL 8 BUT IS WORRIED BECAUSE PROJECT PLANS CALL FOR CONSIDERABLE EXPANSION OF COTTON INDUSTRY BY END OF 1974 AND HE FEARS LATE DELIVERY COULD INTERFERE SERIOUSLY WITH THIS TIME-TABLE.

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3. EMBASSY COMMENT: ALTHOUGH AMOUNT THIS PURCHASE IS ONLY US DOLS 30,000, POSSIBILITY IS GOOD FOR ADDITIONAL SALES AS GOB PLANS TO EXPAND COTTON INDUSTRY AND USE THESE MACHINES AS DEMONSTRATORS. IF COTTON PROJECT IS SUCCESSFUL IN BARBADOS, POSSIBILITY EXISTS OF ADDITIONAL SALES TO OTHER INTERESTED ISLANDS, NOTABLY ANTIGUA WHICH HAS SIMILAR COTTON PROJECT UNDERWAY. ACTION REQUESTED: WOULD APPRECIATE USDOC ALERTING PEARSON TO SITUATION WITH VIEW TO EXPEDITING ORDER.
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